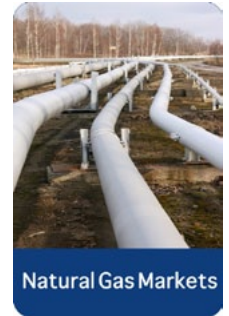


What We Do

- ◇ Strategy Development
- ◇ Strategy Implementation
- ◇ Market Assessment
- ◇ Talent Acquisition
- ◇ Energy Training
- ◇ Outsourced Services



Skipping Stone is a different kind of energy consulting company. All of our client resources have worked as executives in the energy industry and now choose to consult. Our specialty is collaborating with clients on ideas, strategies and tactics and then providing the array of complementary services required to turn those ideas into successes. From the drawing board to the P&L, we measure every engagement based on our clients' success metrics.

Demand Response Services

Market Assessment	Strategy Development	Strategy Implementation	Outsourced Services	Talent Management
<ul style="list-style-type: none"> • Market Viability Studies • Economic Analysis • Competitive Benchmarking • Market Rules Assessments • Target Market Surveys 	<ul style="list-style-type: none"> • Brainstorming Sessions • Buy, Build, Partner Option Evaluations • DR Program Design • Go-To-Market Planning • Business Case Development 	<ul style="list-style-type: none"> • Project SWAT Teams • Regulatory Support • Merger & Acquisition Services • Channel Partner Programs • Pilot Rollout Planning • LEED Credit Processing 	<ul style="list-style-type: none"> • Market Launch Outsourcing • Business Development Teams • Pilot Program Management • Channel Partner Management 	<ul style="list-style-type: none"> • Talent Acquisition • Interim/Contract Resources • DR 101 Training • Organizational Assessments • Executive Retainers

Our Focus is Your Success

 **Constellation Energy**

Market Assessment
Of Regulated Entities

Multi Million Dollar
Opportunity Funnel
Developed w/ Details

Market Assessment

 **North America Power Partners LLC**

Provided Interim CEO

Refocused on Growth
& Resolved
Organizational Issues

Strategy Implementation

 **Schneider Electric**

Utility Demand Response
Strategy & Implementation

Multi Million Dollar Utility
Deal in 6 Months

Strategy Development

 **Schneider Electric**

M&A Target List
Development

Identified and Introduced
Acquisition Candidates

Strategy Implementation

 **USGBC**

Developed LEED DR Rules
& Guidelines

Initiated Adoption of DR by
Building Community

Strategy Development

 **Constellation Energy**

Outsourced Program
Office for CA Markets

Signed & Processed
Many New Customers

Managed Services

Talk To Us, We Know Demand Response

Our demand response leadership team has been involved in the market before it was called DR. We have participated in market developments from the early stages of technology and market entrants into the current phase of automation, consolidation and market rule changes.

Talk to us. Give us your challenges, test our ability to succeed on your behalf and allow us to share our knowledge and contact network with you, and for you.

866.891.2369

Ross Malme, Partner rmalme@skippingstone.com

An international expert in demand response markets across the entire value chain from retail to utilities to market operations and rules. Mr. Malme is a pioneer in demand response enabling technologies.

Laura Curran, Principal lcurran@skippingstone.com

An expert in demand response research, market rules development and in the processes & procedures required for the building community to adopt various DR programs, Ms. Curran is also a LEED Green Associate.

Over 230 Clients Worldwide

